

STANLEY**STANLEY TOOLS***A Division of The Stanley Works*

600 Myrtle Street, New Britain, Connecticut 06053 • (203) 225-5111

April 27, 1994

Mr. Vince Occhiuto
Philip Morris
120 Park Ave.
New York, NY 10017

Dear Vince:

Thank you for considering Stanley Tools in your promotion. We are pleased to quote the following 2 Pc Screwdriver Set:

<u>Item Description</u>	<u>Qty.</u>	<u>Price</u>
Thrifty Style 4" Keystone Tip Screwdriver	1,125,000	\$.56 each
Thrifty Style 2 Pt. Phillips Screwdriver	1,125,000	\$.58 each

As we discussed with Deb Elfar, screwdriver handles will be made of translucent amber plastic in the shape of our Thrifty screwdriver handle. There will be a "Made in USA" imprint on all handles. If Philip Morris (or brand name) is required on handle, initial shipments (3 - 4 wks) will say "Made in USA" until the brand die is available. We will work together to come up with an appropriate bag. Labor to bag and bag itself will be an additional cost. During our conversation, Deb mentioned that you could source bags. As you check your sources, we will continue checking as well.

Initial shipments will begin 2 weeks after receipt of final bagging arrangements. Shipment in full by 7/15/94.

If you choose a 3 Pc set, we can ship 67,000 sets per week. By 7/15/94, we can ship 733,000 sets of 3. Order can be completed by end of August. We would add a Thrifty Style 3" Cabinet Tip Screwdriver at \$.56 each.

This is contingent upon receiving your PO by April 29, 1994 and contingent upon our credit approval. We will begin to amass raw material upon receipt of your letter of intent, and begin manufacture upon receipt of your PO.

Items to be bulk packed. Shipments are FOB Charlotte, NC. Full freight is allowed on this order.



— WORK SAFELY WITH HAND TOOLS — WEAR SAFETY GOGGLES —

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Payment terms are Net 30. Product is sold on a non-returnable basis. PO is accepted on a non-cancelable basis.

Upon receipt of bag artwork we will review the usage of the Stanley name and trademark. We request that it be used minimally. Any other use the Stanley name will require pre-approval.

Please call if you have any questions. Thank you for the opportunity to be a part of this program.

Sincerely,



Alan W. Sipe
Sales Manager
Special Markets

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